

REVENUE	Proj Revenue 2013	Revenue 2012	Revenue 10/25/2012	Revenue 2011	Revenue 2010	Revenue 2009	Revenue 2008	Revenue 2007	Revenue 2006
Boat Registration Fees	\$ 26,500.00	\$ 26,500.00	\$ 24,440.50	\$ 23,581.86	\$ 23,941.41	\$ 20,332.19	\$ 27,135.17	\$ 29,434.15	\$ 34,294.00
Town Clerk - Motor Vehicle	\$ 1,065,000.00	\$ 1,065,000.00	\$ 861,251.96	\$ 1,030,756.48	\$ 988,269.73	\$ 1,040,673.68	\$ 1,060,313.36	\$ 1,114,472.33	\$ 1,102,238.83
Town Clerk - Dog License & Misc Income	\$ 8,500.00	\$ 8,500.00	\$ 12,082.50	\$ 12,195.00	\$ 32,052.50	\$ 12,876.82	\$ 7,413.00	\$ 6,053.00	\$ 6,128.00
Building Dept Income	\$ 65,000.00	\$ 65,000.00	\$ 54,741.75	\$ 53,188.73	\$ 48,036.74	\$ 46,921.00	\$ 83,384.00	\$ 116,068.50	\$ 83,251.00
Landfill Closure Grant	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 52,300.00	\$ 54,600.00	\$ 56,900.00	\$ 59,200.00
Block Grant - Highway (1)	\$ 140,000.00	\$ 150,000.00	\$ 97,377.78	\$ 161,418.84	\$ 143,217.82	\$ 127,025.20	\$ 122,007.42	\$ 117,605.07	\$ 121,810.00
Revenue Sharing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,813.00	\$ 24,813.00	\$ 24,813.00
Rooms/ Meals (1)	\$ 200,000.00	\$ 218,500.00	\$ -	\$ 180,628.47	\$ 221,052.45	\$ 220,561.16	\$ 218,950.05	\$ 206,227.99	\$ 188,678.00
Payment in Lieu of Taxes	\$ 35,000.00	\$ 35,000.00	\$ -	\$ 39,104.31	\$ 36,670.96	\$ 9,578.37	\$ 9,609.97	\$ 52,533.46	\$ 54,916.00
Pathway Grant - Phase 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 387,442.00	\$ -
Sale of Town Property	\$ 15,000.00	\$ 15,000.00	\$ 11,929.66	\$ 4,015.11	\$ 19,088.76	\$ 6,005.50	\$ 4,501.00	\$ 15,165.33	\$ 25,154.00
Redemption of Town Property	\$ -	\$ -	\$ 54,465.70	\$ -	\$ -	\$ -	\$ 74,328.16	\$ -	\$ -
Rent of Town Property	\$ 1,860.00	\$ 1,860.00	\$ 1,860.00	\$ 1,860.00	\$ 1,860.00	\$ 1,860.00	\$ 1,860.00	\$ 2,137.00	\$ 1,860.00
Forest Fire Reimbursement	\$ 7,500.00	\$ 7,500.00	\$ 3,284.20	\$ 5,110.75	\$ 7,798.78	\$ 10,550.51	\$ 5,087.59	\$ 7,476.31	\$ 7,760.00
Cobra Reimbursement	\$ -	\$ 56,870.00	\$ 51,274.80	\$ 62,079.03	\$ 66,572.63	\$ 67,015.68	\$ 55,075.14	\$ 48,970.22	\$ 40,770.00
State Cable Franchise	\$ 22,500.00	\$ 22,500.00	\$ -	\$ -	\$ 71.00	\$ 27,153.84	\$ -	\$ 9,397.46	\$ 36,879.00
Misc Revenue	\$ 70,000.00	\$ 70,000.00	\$ 57,459.24	\$ 71,312.27	\$ 38,506.35	\$ 85,606.35	\$ 44,279.61	\$ 83,058.41	\$ 87,471.00
Landfill & Beach Permit Income	\$ 80,000.00	\$ 35,000.00	\$ 11,740.00	\$ 83,130.00	\$ 17,195.00	\$ 43,155.00	\$ -	\$ -	\$ -
Land Use Change Tax	\$ 15,000.00	\$ 15,000.00	\$ 2,428.39	\$ 64,724.46	\$ 11,290.68	\$ 1,540.00	\$ 19,900.00	\$ 17,923.42	\$ 21,178.00
Yield Taxes	\$ 10,000.00	\$ 10,000.00	\$ 8,061.13	\$ 5,458.89	\$ 16,300.00	\$ 8,774.16	\$ 5,142.42	\$ -	\$ -
Interest & Penalties on Taxes	\$ 35,000.00	\$ 35,000.00	\$ 6,776.82	\$ 50,424.26	\$ 47,637.02	\$ 40,203.79	\$ 34,606.99	\$ 29,765.14	\$ -
Employee Insurance Payment	\$ 70,000.00	\$ 55,000.00	\$ 56,352.84	\$ 55,735.00	\$ 46,754.83	\$ 39,460.00	\$ 42,767.82	\$ 39,675.00	\$ 33,771.00
Cemetery Interest	\$ 500.00	\$ 500.00	\$ 148.10	\$ -	\$ -	\$ 241.96	\$ -	\$ 782.18	\$ 672.00
Lees Mill Dock Leases	\$ 2,500.00	\$ 2,500.00	\$ 2,750.00	\$ 2,500.00	\$ 2,200.00	\$ 1,650.00	\$ 1,650.00	\$ 1,650.00	\$ 1,655.00
SAR Construction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CG Roxanne - Road Construction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 611,630.31	\$ -	\$ -
Fox Hollow Road Study	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,950.00	\$ -
Interest on Accounts	\$ 25,000.00	\$ 25,000.00	\$ 12,697.28	\$ 22,207.07	\$ 29,227.33	\$ 61,165.60	\$ 129,155.14	\$ 143,933.69	\$ 56,598.00
Police Department Income	\$ 70,000.00	\$ 75,000.00	\$ 54,401.67	\$ 48,429.24	\$ 56,780.75	\$ 60,236.88	\$ 49,242.93	\$ 51,376.89	\$ 55,051.00
Safety Admin. Grant	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,522.57	\$ -
Homeland Security Grant	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,988.00
Pathway Private Donations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,500.00
Land Use Office Revenue	\$ 13,500.00	\$ 12,500.00	\$ 12,155.74	\$ 9,224.62	\$ 11,897.90	\$ 16,142.91	\$ 13,059.53	\$ 14,731.79	\$ 19,212.00
WMF Recycling & Disposal Income	\$ 135,000.00	\$ 135,000.00	\$ 90,073.70	\$ 161,137.76	\$ 138,859.67	\$ 112,840.67	\$ 125,622.21	\$ 161,941.63	\$ 136,170.00
Visiting Nurse Income (2)	\$ 180,000.00	\$ 250,000.00	\$ 144,788.31	\$ 214,594.69	\$ 206,266.91	\$ 222,925.35	\$ 283,181.95	\$ 303,963.40	\$ 253,671.00
Recreation Dept - Sponsor & Program Income	\$ -	\$ -	\$ 2,182.00	\$ 72,178.69	\$ 36,402.50	\$ 49,743.50	\$ 58,222.10	\$ 43,507.45	\$ 43,770.00
Playground Improvement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Trustee of Trust Funds	\$ 363,100.00	\$ 283,271.08	\$ 81,987.48	\$ 375,334.00	\$ 187,749.79	\$ 126,388.77	\$ 52,469.61	\$ 24,809.45	\$ 152,828.99
Plan NH Charrette - Misc Revenue	\$ -	\$ -	\$ 4,301.48	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ 2,656,460.00	\$ 2,676,001.08	\$ 1,721,013.03	\$ 2,810,329.53	\$ 2,435,701.51	\$ 2,512,928.89	\$ 3,220,008.48	\$ 3,144,286.84	\$ 2,661,287.82

All Revenues are calculated on 5 year rule except:

(1) State Appropriations

(2) VNS \$s in sharp decline

MEMORANDUM – OFFICE OF THE TOWN ADMINISTRATOR

TO: BoS
FROM: Carter Terenzini, Town Administrator *Carter*
RE: Launch Fees
DATE: November 10, 2012
CC: H. Davis, L. Wetherbee, P. Jensen, ABC



Last year I was asked to look at the possibility of implementing a launch fee for boats (see attached). After discussion, having eliminated the idea of having Lake Hosts collect the fee, I opined that paying for staff to collect the fee would essentially offset the revenues to be collected. I then suggested that an Honor System such as that used in the White Mountain National Forest be investigated.

We also collected launch data 2012 in the same manner as for 2011. Peter Jensen, Chair of the Milfoil Committee, advises me that, "The percentages and ratios of vehicles with MB stickers were essentially the same as last year – the analysis would arrive at the same conclusions. Last year's memo to them is valid for this year as well."

Based upon assessment and an honor system developed in conjunction with Chief Wetherbee, I conclude that we might be able to raise some \$6,500 annually after an initial outlay of \$2,500+/- at the three launches. If one wanted to phase this initial cost in I would suggest we start with Long Island followed by Lees Mills and then States Landings as the most productive return(s) on investment. In making the revenue projection I used the FY 2011 estimate and reduced it by a 50% loss I believe we might incur in the initial phases of implementation.

Revenue Estimate:

Additional Town Facility Sales @ 144 * \$10 per yr =s	\$1,440
Per-Diem Launch Fees @ 1,165 * 10 per in/out =s	\$11,650
Total to be Raised =s	\$13,090
50% Loss on Honor =s	\$6,545
Revenue =s	\$6,545 SAY \$6,500

The key issue in revenue production will be enforcement. We need enough periodic enforcement to make people be concerned they will get a (large) ticket if they do not pay but something that does not tie the Police up. The Chief and I will present the mechanics of such a system during his budget review.

This revenue estimate has not been used in preparing this FY 2013 budget.

MEMORANDUM – OFFICE OF THE TOWN ADMINISTRATOR

TO: BoS
FROM: Carter Terenzini, Town Administrator
RE: Launch Fees
DATE: November 10, 2011
CC: H. Davis; ABC

Carter



Over the past few years we have discussed the implementation of a fee for those who use our boat launches at States Landing, Lees Mills, and Long Island. At the time, we had insufficient data from which to estimate the revenue that might be generated by such a fee. In order to develop that data, we had the Lake Hosts maintain a count of how many vehicles used to launch or recover boats did or did not display a Town of Moultonborough Transfer Station/Beach facility permit. Given the hesitation of the citizen committee which administers this program to ask the launch users additional questions we have had to make certain assumptions to extrapolate these projections.

Between May 28 and September 5 of this year, the three launch sites were used 2,439 distinctive times for launching or recovering boats (see attached). Of those inspected vehicles about 59% of the vehicles did not have a facility sticker. A number of persons who did not display a sticker did say they had one "on their other vehicle". Anecdotally, that is estimated at 10%.

About 300 of the vehicles were not inspected. For the purposes of this analysis we are assuming that the ratio of stickers to non-stickers would be the same for this class as it was for the inspected class.

User Estimates:

Total Vehicle Launches & Recoveries	2,439
Vehicles w/Stickers @ Present @ 41%	1,000
Vehicles w/out Stickers	1,439
Those eligible for Town Sticker	144
Those not eligible for Town Sticker	1,295
Assumed Slippage @ 15%	130
Those who would pay the fee	1,165

Revenue Estimate:

Additional Town Facility Sales @ 144 * \$10 per yr =s	\$1,440
Per-Diem Launch Fees @ 1,165 * 10 per in/out =s	\$11,650
Total to be Raised =s	\$13,090

Expense to Collect:

If you ran the launch fee program at the three launches for 10 hours per day for an anticipated 30 days, this effort would cost roughly \$10,000. This leaves only a modest excess of \$3,090 to be realized. However, as the Lake Hosts are already present this second set of staff to collect the fee would certainly be questioned by users.

Thus we looked at using our Lake Host Program, for which our local share is \$6,400. This would make the program a positive generator of income. That is to say that the fees collected would cover our local match of roughly \$6,400. Thus the Lake Host Program would be at no cost whatsoever to the local taxpayer and there could be as much as \$7,000 raised to help defray maintenance costs.

That \$7k must be viewed very skeptically. I am told that about ½ of the current Lake Host Program is volunteer and that the majority of those volunteers might leave us if they were also asked to collect the Launch Fee. If that were to happen the cost of the Lake Host Program would essentially double (assuming NHLakes went along) leaving us with a very tough PR problem and effectively no net gain in revenues after paying that additional cost.

Recommendation:

You have few positive choices if you are looking for a more cost effective program:

- Except for a paid coordinator through NH Lakes; attempt to run the Lake Host Program with all volunteers saving approximately \$4,000 per year for a **total saved of \$2,400**; or
- Abandon the Lake Host Program in its current format and impose a \$15 per day launch/recovery fee for any vehicle without a town of Moultonborough facility sticker. The staff under this approach will still have to conduct an milfoil inspection similar to what we do now. Even at a 25% slippage rate (the higher the fee the higher the slippage rate), we believe we would have a net impact of \$12,500 of expense reduction and revenue raised.

Additional Town Facility Sales @ 144 * \$10 per yr =s	\$1,440
Per-Diem Launch Fees @ 1,165*.75* \$15 =s	\$13,106
Total Collected	\$14,546
Less Collection Costs (Say)	\$10,000
Net Collected	\$4,546
Saved on Lake Hosts	\$6,400
Total Raised/Saved	\$10,906

You final choice, which would meet with Milfoil Committee approval, would be to leave the current program in place for at least one more year.

Local Fees Charged*:

Alton \$0

Gilford \$0 for residents (non-resident use prohibited)

Laconia \$0

Meredith \$20 for non-resident (free for residents with sticker)

Tuftonboro \$0

Wolfeboro \$0

* Staff Survey 10/18/2011

Has Sticker ->	Lees Mills		Long Island		States Landing		% No Sticker
	Yes	No	Yes	No	Yes	No	
	185 33%	379 67%	494 42%	679 58%	192 47%	219 53%	
Date							
28-May	1	11	24	20	10	7	52%
29-May	1	20	17	41	10	5	70%
30-May	8	17	8	27	2	12	76%
4-Jun	1	10	8	7	2	8	69%
5-Jun	2	3	6	8			58%
11-Jun			2	7	2	1	67%
12-Jun	2	2	7	4	0	3	50%
18-Jun	1	7	17	16			56%
19-Jun	6	3	4	12	2	1	57%
25-Jun	9	15	5	4	2	8	63%
26-Jun	6	12	20	15	5	3	49%
2-Jul	15	19	42	34	21	9	44%
3-Jul	1	10	9	13	4	8	69%
4-Jul	5	9	13	20	15	10	54%
9-Jul	7	18	11	22	3	10	70%
10-Jul	13	18	12	12	4	13	60%
16-Jul	21	26	26	26	2	6	54%
17-Jul	9	15			1	8	70%
23-Jul	2	22	7	57	6	13	86%
24-Jul	7	19	12	24	10	6	63%
30-Jul	3	20	20	19	22	15	55%
31-Jul	2	3	19	26	1	6	61%
6-Aug	9	26	15	24	12	13	64%
7-Aug	1	1	10	16	1	5	65%
13-Aug	9	8	17	24	10	7	52%
14-Aug	6	10	8	16	1	4	67%
20-Aug	5	10	8	42	5	9	82%
21-Aug	2	5	5	25	4	5	80%
27-Aug	22	25	54	42	12	8	53%
28-Aug	* * * * * Tropical Storm Irene * * * * *						
3-Sep	6	5	42	32	16	6	43%
4-Sep			26	17	2	5	44%
5-Sep	3	10	20	27	5	5	63%
Recap:	2439 Total Vehicles						
	2148 Total Inspected for Stickers						
	291 Total Not Inspected for Stickers						
	11.9% % Not Inspected for Stickers						

POLICE DETAILS

<u>Detail</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012 Est.</u>	<u>2012 YTD</u>	<u>2013</u>
Police Income - Outside Duty	\$11,444.00	\$23,840.00	\$18,137.50	\$15,676.97	\$25,720.00	\$9,741.00	

Billed & Paid	
Company	Amount
Huggins Hospital	\$1,033.50
Coleman Concrete, Inc	\$135.00
NH Electric Co-op	\$1,215.00
MM'boro Womens Club	\$135.00
Camp Robindel	\$5,250.00
Pike Industires, Inc	\$787.50
Fair Point	\$495.00
Total Paid	\$9,051.00
Billed	
Pichette Contracting	\$150.00
Horizons Engineering	\$180.00
Reach The Beach	\$360.00
Total Billed	\$690.00

**Proposed Recreation Fee Changes
FY 2013**

Program	2012	2013	2013 Exp. Rev.
RECKing Crew	\$73.00	\$75.00	\$8,625.00
Happy Campers	\$73.00	\$75.00	\$7,125.00
Teen Adventure	\$50.00	\$50.00	\$3,200.00
Tennis Lessons	\$45.00	\$45.00	\$1,125.00
Swim Lessons	\$30.00	\$30.00	\$2,380.00
Children's Stage Adventures	\$70.00	\$75.00	\$2,190.00
Hot and Happy	\$12.00	\$15.00	\$180.00
Cabbage Island	\$80.00	inc.w/trips	\$0.00
Creative Writers	\$30.00	\$30.00	\$300.00
Woman of Words	\$25.00	\$25.00	\$250.00
Tennis Tournaments	\$20.00	\$20.00	\$600.00
Adult Softball	\$175.00	\$185.00	\$1,850.00
OAR	\$20.00	\$20.00	\$200.00
Summer Camp Trips	varies	varies	30,600.00
Special Events	varies	varies	\$500.00
Family Trips	varies	varies	\$5,000.00
Teen Trips Yr. Round	varies	varies	\$3,000.00
Adult Trips Yr. Round	varies		\$12,000.00
Halloween Party	\$3.00	\$3.00	\$300.00
Skating Lessons	\$10.00	\$10.00	\$200.00
Youth Soccer	\$23.00	\$28.00	\$2,800.00
Youth Basketball	\$25.00	\$28.00	\$3,500.00
T-ball	\$25.00	\$30.00	\$600.00
Softball	\$28.00	\$35.00	\$2,100.00
Sponsors	varies		\$2,000.00
Adult Fitness	varies		\$1,900.00
Toddler Programs	\$10.00	\$10.00	\$250.00
Kids Night Out	\$10.00	\$10.00	\$200.00
Voice Class	\$15.00	\$15.00	\$150.00
			\$93,125.00

VNS Subsidy

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Revenue	\$204,772.77	\$221,278.19	\$250,465.53	\$255,306.28	\$305,286.40	\$284,886.75	\$228,160.26	\$206,882.00	\$220,402.27	\$185,066.00	\$180,000.00
Expenses	\$241,119.00	\$335,199.00	\$341,420.00	\$390,168.00	\$374,209.00	\$368,955.02	\$358,770.84	\$397,321.00	\$384,246.07	\$372,182.00	\$433,304.00

Profit(Loss) -\$36,346.23 -\$113,920.81 -\$90,954.47 -\$134,861.72 -\$68,922.60 -\$84,068.27 \$130,610.58 \$190,439.00 -\$163,843.80 -\$187,116.00 -\$253,304.00

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2012 2013 2012 2013 2012 2013 2012 2013 2012 2013

VNS Revenue Example 2012

Patient	Diagnosis	#/Days on Service	SN(\$130/V)	PT(\$140/V)	OT (\$140/V)	HHA(\$60/H)	ST(\$140/V)	Supplies	Charge	Reimbursed
A	Cardiac surgery	38	\$1,440.00	\$700.00	\$420.00	\$0.00	\$560.00	\$0.00	\$3,120.00	\$4,628.00
B	cardiac/pneumonia	60	\$1,700.00	\$1,120.00	\$280.00	\$840.00	\$0.00	\$17.22	\$3,957.22	\$4,089.73
C	wound care	60	\$3,260.00	\$140.00	\$0.00	\$0.00	\$0.00	\$49.74	\$3,449.74	\$2,119.43
D	Diabetes	30	\$1,570.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,570.00	\$2,390.07
E	Diabetes/COPD	55	\$1,700.00	\$560.00	\$700.00	\$300.00	\$0.00	\$0.00	\$3,260.00	\$3,693.80
F	cardiac	11	\$790.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$790.00	\$1,879.22
G	cancer	20	\$660.00	\$560.00	\$280.00	\$90.00	\$0.00	\$0.00	\$1,590.00	\$3,226.67
H	fracture leg	34	\$1,180.00	\$1,260.00	\$420.00	\$90.00	\$0.00	\$0.00	\$2,950.00	\$3,614.26
I	total knee replacement	6	\$400.00	\$420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$820.00	\$1,917.87
J	cancer	21	\$790.00	\$700.00	\$0.00	\$0.00	\$0.00	\$1.93	\$1,491.93	\$2,283.77
	TOTALS:	335	\$13,490.00	\$5,460.00	\$2,100.00	\$1,320.00	\$560.00	\$68.89	\$22,998.89	\$29,842.82

Note SN includes 1 SN eval a \$140.00